

## Monthly Sales Trend for February 2023

### Japan Business

#### Sales, Number of Customers and Sales per Customer (Year-on-year comparison basis)

%	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	91.4	106.4
Number of Customers	92.4	106.4
Sales per Customer	99.0	100.0

#### Sales by Product Category (year-on-year change)

%	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel	103.9	118.7
Household	84.3	95.8
Foods	96.1	119.0

#### Number of Stores

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	350	535
Number of New-opening Stores	-	4
Number of Closed Stores	-	0

### Store openings

MUJI Tatebayashi Misono (Gunma, DM)

MUJI 500 Seiten qlay (Kanagawa, DM)

MUJI Kasumi Iwase (Ibaraki, DM)

MUJI Maebashi Chuo Dori Shopping Street (Gunma, DM)

### Sales trends

In February 2023, on a year-on-year basis, monthly sales of LFL stores and online store were 91.4%, and directly managed stores and online store were 106.4%. Sales of apparel products mainly in spring apparel products went well from the previous year on LFL stores basis. On the other hand, sales of household products were sluggish, mainly furniture and fabrics, due to a reaction to rush demand before the price revisions (price hikes) on January 13 and February 3. The number of weekends and holidays was 1 day less than last year, this affected downwardly by 2 points.

### Businesses Outside Japan

#### Sales, Number of Customers and Sales per Customer (Year-on-year comparison basis)

##### East Asia

	LFL Directly Managed Stores + Online Store		All Directly Managed Stores + Online Store	
		Mainland China		Mainland China
Sales	112.8	117.4	119.3	124.1
Number of Cusotomers	112.2	-	119.6	-
Sales per Customer	100.5	-	99.8	-

##### Asia East / South & Oceania Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	134.2	137.9
Number of Customers	-	146.8
Sales per Customer	-	94.0

##### Europe & Americas Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	128.5	128.4
Number of Customers	-	121.0
Sales per Customer	-	106.1

#### Number of Stores by Business Segment

##### East Asia

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	467
Number of New-opening Stores	-	4
Number of Closed Stores	-	0

##### Asia East / South & Oceania Business

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	85
Number of New-opening Stores	-	0
Number of Closed Stores	-	0

##### Europe & Americas Business

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	57
Number of New-opening Stores	-	0
Number of Closed Stores	-	0

### Store openings

MUJI Jing Hua World Trade Center (Mainland China, Direct management)

MUJI Shanghai MOHO Mall (Mainland China, Direct management)

MUJI Shanghai QianTan TaiGuLi (Mainland China, Direct management)

MUJI Jing An Kerry Center (Mainland China, Direct management)

2023年8月期	Fiscal Year ending August 31, 2023
月次概況	Monthly sales trend
国内事業	Japan

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直営合計+オンラインストア Directly managed stores total (MUJI) + Online store															
客数	Number of Customers	103.5	108.9	108.2	106.4	115.2	111.0	106.4	111.3	108.8					108.8
客単価	Sales per Customer	92.9	100.2	96.4	97.4	97.4	100.8	100.0	99.5	98.5					98.5

[illegible]

チャネルについて	Definition of Sales Channel:
<ul style="list-style-type: none"> <li>● 直営既存店：前年同期首から期末まで通年で稼働した店舗</li> <li>※同期間に30日以上継続して休業した店舗を除く</li> </ul>	<ul style="list-style-type: none"> <li>● LFL (Like-for-Like) : Stores fully operated during the prior fiscal period</li> <li>※excluding stores that were closed for 30 days or more in the previous term.</li> </ul>

前年比数値について

- 直営数値：店舗売上高（売価ベース）前年同月比

Definition of figures:

- DM: Flash store sales as percentage of the same month prior fiscal year.

海外事業 セグメント別  
2023年8月期 月別売上・客数・客単価昨比（速報値）

**Sales, Number of Customers and Sales per Customer (Year-on-year comparison basis)**[illegible][illegible][illegible]

月末店舗数 (LS含む) Number of Stores at the End of Month (Include LS Stores)																		
店舗数	Number of Stores	446	452	453	453	459	463	467	467	467								467
今月出店数	Number of New-opening Stores	6	6	3	15	7	4	4	15	30								30
今月退店数	Number of Closed Stores	2	0	2	4	1	0	0	1	5								5

東南アジア・オセアニア事業 / Asia East/South & Oceania

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直営合計+オンラインストア Directly managed stores total (MUJI) + Online store												
客数	Number of Customers	191.4	159.3	139.4	159.7	141.1	145.9	146.8	144.2	151.1		151.1
客単価	Sales per Customer	100.2	97.0	92.3	95.5	96.3	92.2	94.0	94.3	94.9		94.9

月末店舗数 (LS含む) Number of Stores at the End of Month (Include LS Stores)																	
店舗数	Number of Stores	80	82	83	83	85	85	85	85	85							85
今月出店数	Number of New-opening Stores	0	2	1	3	2	0	0	2	5							5
今月退店数	Number of Closed Stores	0	0	0	0	0	0	0	0	0							0

欧米事業 / Europe & Americas

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<b>月末店舗数（LS含む） Number of Stores at the End of Month (Include LS Stores)</b>																			
<b>店舗数</b>	<b>Number of Stores</b>	57	57	57	57	57	57	57	57	57	57								57
<b>今月出店数</b>	<b>Number of New-opening Stores</b>	0	0	0	0	0	0	0	0	0	0								0
<b>今月退店数</b>	<b>Number of Closed Stores</b>	0	0	0	0	0	0	0	0	0	0								0

月末店舗数（国内外合計） Total MUJI Store as of the end of month																
店舗数	Number of Stores	1,089	1,108	1,118	1,118	1,133	1,136	1,144	1,144	1,144						1,144
今月出店数	Number of New-opening Stores	19	20	12	51	16	4	8	28	79						79
今月退店数	Number of Closed Stores	2	1	2	5	1	1	0	2	7						7